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## GETTING STARTED IN REAL ESTATE

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## How to get your PENNSYLVANIA REAL ESTATE LICENSE

Getting licensed for your new career might seem a bit daunting, but we're here to guide you through the process. Read on to learn the five steps you'll need to take before starting your career in Pennsylvania real estate.



### Prerequisites

To start, you must be at least 18 years of age.

## 1 Complete 75 hours of approved Pre-Licensing education.

Successfully complete 75 clock hours of approved Pre-Licensing salesperson courses. This includes the 30 hour real estate license fundamentals course and the 45 hour real estate license practice course.

If you are a licensed attorney, have received a degree from a university with a major course of study in real estate, or have a current license in another jurisdiction and are seeking licensure in Pennsylvania, please see the [Pennsylvania Real Estate Commission's website](#) for the education and examination requirements in detail for your specific situation.

## 2 Pass the course final exam.

After you complete all the course materials, you must pass the course final exam with a score of 75% or higher. You must take your final in the presence of a proctor, so you'll need to schedule an appointment with a proctor in advance. Find out more about our online proctoring [here](#).

## 3 Pass the Pennsylvania real estate salesperson exam.

PSI administers the Ohio real estate salesperson licensing exam. This 120-question test is comprised of two portions, covering both state and national requirements. You will have 180 minutes to complete the exam, 120 minutes to complete 80 questions for the national portion and 60 minutes for the 40 question state portion. For more information, see the [PSI candidate information bulletin](#).

Beginning December 16, 2020 - Students will be able to take remote proctored exams. PSI will still have in-person on site testing still available for those students who wish to take the exam in-person instead of online. PSI has a dedicated number for PA candidates with scheduling/issues on their exam - (855) 746-8175

Schedule your remote licensing exam here. <https://www.psiexams.com/pare>

[Learn more about the PSI Remote Proctoring](#)

## 4 Choose a sponsoring broker.

To be licensed, you must first be associated with a current and active Pennsylvania sponsoring broker. It's important to find the right broker to work with, since this person will serve as your mentor as you start your new career in real estate. Here are some questions to consider during your search:

- What is their reputation, both locally and nationally?
- What kind of real estate agents are they looking for?
- Are they technologically advanced and up-to-date with the latest systems?
- How do they support their agents with education and training?
- What kind of commission structure do they offer?
- Do they offer benefits?
- Do they provide their agents with leads and marketing material?
- Is there room to grow with the brokerage?

## 5 Complete the application.

Upon passing the Pennsylvania real estate salesperson exam and selecting a sponsoring broker, you must complete the [salesperson application online](#). The application must be received within 3 years from the date upon which you passed the exam.



PRE-LICENSING | EXAM PREP | POST-LICENSING | CONTINUING EDUCATION | UPGRADE YOUR LICENSE

## THERE'S NO REASON NOT TO START A BRILLIANT CAREER IN REAL ESTATE

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When you sign up with The CE Shop, you're enrolling in an award-winning real estate education. They provide many different course packages that meet your budget and include the exact how-to steps for getting licensed. Whatever your needs are, The CE Shop makes your career transition a seamless one.

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